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"Rescue the perishing."

Hints on

How to Win Souls

For Jesus.

BY

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CHARLES H. YATMAN.

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Hear God's Voice.

Go ye into all the world and preach the Gospel to every creature. Mark xvi: 15.

He that goeth forth and weepeth, bearing precious seed, shall doubtless come again with rejoicing, bringing his sheaves with him. Psalms cxxvi: 6.

God is able to make all grace abound toward you; that ye, always having all sufficiency in all things, may abound to every good work. II Corinthians ix: 8.

When I say unto the wicked, O wicked man, thou shalt surely die; if thou dost not speak to warn the wicked from his way, that wicked man shall die in his iniquity; but his blood I will require at thine hand. Ezekiel xxxiii: 8.

Let him that heareth say, Come. Revelation xxii: 17.

Fear thou not; for I am with thee; be not dismayed; for I am thy God: I will strengthen thee; yea, I will help thee; yea, I will uphold thee with the right hand of my righteousness. Isaiah xli: 10.

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HOW TO WIN SOULS.

INTRODUCTION.

HUNDREDS of the young people of Ocean Grove and elsewhere have come to me saying:

“I wish I, too, could win somebody for Jesus; tell me how.”

I believe there are thousands of hearts like these, now waiting to work for our Lord. Not ten-talent people, but single-talent folks, many of whom confess they have not even that, but they are tired of Christian life without service. They want to do something that will really tell for Christ and his Kingdom.

THEY WANT TO BE SOUL WINNERS. May God by his Spirit bless these Hints to all such, and as they enter the harvest fields that are wide and white and ripe, make them wise for their work.

But there are thousands of others who should awake and come

TO THE RESCUE.

For this is a lost world. Christ Jesus came to save it. It was this business that brought Him here. Day and night He toiled, weary and worn—He went about doing good.

His first recorded words are: "Wist ye not that I must be about my Father's business?" and when he had gathered men and women who would tell the story, and their children after them till the end of time, He gave His life a ransom for many, and in His death sent upward to His Father, and outward to the world a shout of triumph that should awake to energy and action every one who has found there is cleansing in the Blood. It was a voice that told of victory: "I have finished the work thou gavest me to do."

The world, to-day, is calling for men whose *business* it shall be to *save souls*; men and women in dead earnest, who will live and work and die with no other thought than that of winning, drawing, compelling men to behold the Lamb of God which taketh away the sin of the world.

Mothers, weeping for their wayward sons; fathers, bowed in secret anguish over children in the broad and open way to death and hell; friends, pale with fear that those whom they love will reap here and hereafter the fearful harvest of sowing to the wind; workers groaning for the hour when Christendom shall rise in her majestic might and strike with arm, nerved by God's power, the blow that will set millions forever free from the bondage and slavery of sin: these things force my pen to write and my heart to pray that the merchant and manufacturer's plan and purpose, thrift and drive for success may be gotten into the human side of the work of saving men.

Let us work as though all depended on us, and then trust as though all depended on God.

C. H. YATMAN.

THE THREE GETS.

FIRST.—GET SALVATION.

Don't try to lead anybody else to the fountain opened in the house of David for sin and uncleanness, till you first have been there yourself. Blind men are poor guides. Be able to say: "Behold, God is *my* salvation, *I will trust*, and not be afraid: for the Lord JEHOVAH is *my* strength and *my* song; he also is become *my* salvation,"

SECOND.—GET GOD'S WORD.

This never fails; *your* word may but not His. They cannot return unto Him void. It is the sword of the Spirit, and is able to make men wise unto salvation; by it they are born again. Pack your brain and heart full of Bible principles, precepts and promises. The people are hungering for this, the Bread of Life. They never tire hearing it. It tells of Jesus from Genesis to Revelation, and of Him the sinner longs to know.

THIRD.—GET THE HOLY SPIRIT.

For without His help and power you can do nothing; with Him you can do all things. Pray much for the Holy Ghost; with His power you can witness for Jesus everywhere. He is the source of wisdom and strength; when you need comfort, He will give it. He, too, gives great liberty and strengthens with might the inner man. He guides into all truth, and best of all, reveals the things of Christ.

THE CHRISTIAN'S OUTFIT.

Reapers can't work without sickles, sowers can't sow without sacks, ploughmen can't plough without implements; neither can you win souls without the Christian's outfit. Like gold diggers, you need but little, but these should be of the best.

FIRST.—YOUR LIBRARY.

The following is a complete one in itself and should be had by every worker:

- 1—A good, silk-sewed, Reference Bible.
- 2—A Bible Concordance.
- 3—A Bible Text Book.
- 4—A Bible Dictionary.
- 5—A Bible Note Book.
- 6—A Webster's Dictionary.
- 7—Arthur's Tongue of Fire.

To these add, when you can, the writings of Spurgeon, Moody, Chas. G. Finney, and Frances Ridley Havergal.

SECOND.—YOUR ENDOWMENTS.

For if any work needs to be doubly endowed with blessings and gifts, this certainly more so. The following awaits the call of all who humbly present themselves before the King:

- I. CLEAN HANDS—That the Gospel be not blamed.
- II. PURE HEART—That our prayers may be heard.
- III. WISE HEAD—For knowledge is power.
- IV. QUICK EYE—To see golden opportunities.

V. **READY EAR**—To hear both God and man.

VI. **GUARDED TONGUE**—That we may speak aright.

VII. **SWIFT FEET**—That we may say, "Send me."

THIRD.—YOUR FORCES.

All you need for lifting the cross that men may see it and live are bound up in the following mighty agencies:

1. **LOVE**—This never fails, in life or death.
2. **FAITH**—Of the mustard seed, mountain-moving kind.
3. **SYMPATHY**—Which wins the hardest heart.
4. **COURAGE**—That lifts burdens as the tides lift ships.
5. **PERSEVERANCE**—That conquers all things.
6. **TACT**—Is common sense at work.
7. **EARNESTNESS**—Like the zeal of Paul and Wesley.

To all these let me add a word about

POWER.

This the soul-winner must have, not only power with God, but with men. We had better limp like Jacob *with* power, than to walk straight and not have it. It comes from above. It is the gift of God. When endued with it there is a holy enthusiasm that fills the soul. Wisdom and knowledge fills the brain. There is no such word as fail to the man thus baptized with the Holy Ghost.

HOW TO GET IT.

First, the heart must be right, for the Lord will not hear us if we regard iniquity. Next, there must be a great desire

for it, which desire must have for its object the salvation of souls and the glory of God.

Then, there must be prayer—continued prayer—prevailing prayer—believing prayer—a wrestling as in olden days. To the one who thus comes and waits in faith there will be given power from on high, and thousands of souls will be saved.

Oh, reader, above all other blessings seek this—tarry in your closet till you are “Filled with the Spirit.”

POWER OF THE WORD.

God's Word, not our word, for the sword of the Spirit is the word of God. Soul-winning work will neither be effective or lasting if there is not a great plenty of the Law and the Prophets and the Gospels. If wisely aimed there are few who can stand many shots direct from the word of God given by those whose souls are ablaze with desire for their salvation. Pour in upon the individual, the Sunday-school class, or the small gathering, or the big assembly the mighty truths of the Bible, and as sure as harvest follows seed-sowing, so sure will this work win men to love and serve our Lord.

THE RESULT.

Such workers cannot help but succeed. Those they meet in the City of Destruction or find in the pits of death, *will* respond to “the tug of a mighty soul.”

Give us a single hundred, fully won men, whose aim and object and purpose is nothing else but to spend and be spent in saving souls, and before a decade has passed every hill-top and valley of all lands will blaze with the electric light of

God's presence, and millions of men, redeemed by the blood of the Lamb, having been won through revivals thus kindled, will make the very "mountains and hills break forth before you into singing."

Oh for a company of full-of-faith, dead-in-earnest, thoroughly-awake, constantly-alive, always-at-it, never-give-up, sure-to-win men, that will now determine to seek the closet of prayer and once and forever give themselves to God for this work. Then secular means will be sanctified to a purpose. Then the iron grip of the will, fixed on "this one thing I do," will, under God, mould, twist and turn various methods, means and opportunities into one channel. Then the worker will create plans for winning men and the keen sight of his soul tell him how they are to be used.

H I N T S .

Now we come to the practical part of soul saving. May the Spirit of wisdom be ours to help as we think of the unsaved.

FIRST.—*Where to Find Them.*

SECOND.—*How to Reach Them.*

THIRD.—*What to Tell Them.*

Where to Find Them.—Everywhere, by our side, in the home, in the school and shop and mill, behind the counter where we stand, on the street where we walk, in the pew where we worship, in the service where we sing, in the prayer meeting and inquiry room, at the altar, kneeling with us at family devotions, yes, *everywhere*. Oh, reader, whichever way your eye shall turn there stand the lost ones whom Jesus

came to save. Find them quick, *quick* for eternity is drawing nigh.

How to Reach Them.—Just here ask God to be your guide, for there is an open window to every soul. In many instances they await your coming, for they have no peace, as God says there is none for the wicked. Go to them as you think Jesus would have gone. Take His manner, choose His words. Go, and delay not. Here is where courage plays so great a part. Fear not, God will help you. Be not faithless. Let me name some of Satan's forces to defeat you at this point:

Timidity, Distrust, False Pride, and Fear of Giving Offence.

Many souls perish because of these. Do they hinder you? Ask for grace and let God sink all these with your other sins into the depths of the sea.

What to tell Them.—Everybody likes to hear good news. Tell them that, for the Gospel means nothing less. Who ever ran away from glad tidings or messages of great joy? Verily, verily, I say unto you, tell them of Jesus and how He died to redeem their souls. Let your message be the good news that the Son of Man is come to seek and to save that which is lost. This is as our Master would have it, for His last command was for His disciples to "Go into all the world and preach the Gospel to every creature; he that believeth and is baptized shall be saved, he that believeth not shall be damned." Tell them the whole Gospel: "To wit, that God was in Christ reconciling the world unto Himself, not imputing their trespasses unto them; and hath committed unto us the word of reconciliation as though God did beseech you by us; we pray you in Christ's stead, be ye reconciled to God."

IMPORTANT FACTS.

Your own mind and heart must fully grasp the following facts, all of which are clearly taught in the Bible :

That outside of Christ there is no salvation.

That all have sinned and come short of the glory of God.

That God commands men at all times and everywhere to repent and turn unto Him.

That the Holy Ghost convinces the world of sin.

That To-DAY is the day of salvation.

That none ever come unto Christ and are cast out.

That none can enter the kingdom of heaven unless *born again* of the Holy Spirit by the word of God.

That saving faith is when the heart clings to the object of its trust—Christ.

That faith and not feeling is the condition of salvation.

That repentance means turning from sin and making restitution when necessary.

That the blood of Christ makes atonement and not good works.

That he that believeth is not condemned, but he that believeth not is condemned already.

That it is faith in Christ, not in a creed that saves.

That assurance of salvation is by God's word and His spirit and the fruit thereof.

That obedience and blessing always go together.

That the Bible is man's only guide for rule and practice.

That we are hastening to the judgment day when the redeemed shall pass to their eternal reward, and the impenitent to their eternal punishment.

That there is no escape from death and no salvation in hell.

“That all who repent of their sins and believe in the Lord Jesus Christ receive the forgiveness of sin, which is *Justification*. And that all who receive the forgiveness of sin are immediately made by the Spirit new creatures in Christ Jesus, which is *Regeneration*. That all who are thus born again are called the children of God, which is *Adoption*, and all who are adopted may have the witness of the Holy Spirit. That all who truly and earnestly desire and seek it, may love God with all their heart and soul and mind and strength, and their neighbors as themselves, which is *Sanctification*.”

SEED THAT BEARS AN HUNDRED FOLD.

Many you meet will be wayside hearers, some seed will fall on stony ground and some amongst the thorns, but there are farms at your door with thousands of acres, all of which is fallow and ready, both for seed and sickle. While we must not miss the blessings that come from sowing beside all waters, yet lift up your eyes and see the *Children*, nearly all of whom may easily be led to Jesus, whose blessing ever waits for them. *I firmly believe in the conversion of children.*

Look again. See the young men and women, thousands of them, whose characters are just forming. Tell them to build upon the rock and not upon the sand. Christ Jesus is the only sure foundation.

Again, look out. See the sick and dying, the sore distressed and destitute; these watch for your coming as the watchman waits for the morning. They will not turn you away. To

the sick speak of the Great Physician and the balm He brings for wounded hearts. To the dying hold up the cross, above which is heaven with its rest and reward. The sore distressed need Him whose name is Wonderful, Counsellor, the Mighty God, the Everlasting Father, the Prince of Peace. The destitute—with a loaf of bread you can tell of the Manna that came from God. With a basket, full from your own store, you can speak of Him whose blessings and mercies fail not. A bit of silver will give a merry ring to the message as you speak of golden promises, never broken to those who trust.

Take a last look, and sweep the horizon from “Greenland’s icy mountains to India’s coral strand,” millions in darkness, groping for the Light. Japan, India, Africa, Syria and the islands of the sea call for you or the message you may send. Your prayers and your gold may save them. Give both freely.

HELPFUL SUGGESTIONS

IN DEALING WITH INQUIRERS.

Be perfectly natural and courteous in your approach, and when talking with them.

Have your own Bible so marked that you can find the passages given elsewhere for different classes; also try and be able to quote them correctly, giving chapter and verse.

It is always best to deal with the inquirers alone.

Before giving the word of God ascertain the condition of mind that you may rightly divide the word of truth unto them.

Pray inwardly and depend wholly upon the Holy Spirit to guide both worker and seeker. Expect and work for immediate results. Show that you are in dead earnest, but avoid excitement.

Explain all objections by the word of God, but do not enter into argument. It only does harm.

Avoid giving your own experience, as this may lead them to expect conversion in like manner as yours, which is not likely to be the case.

If your work is in the revival service or inquiry room, or at the altar or anxious seat, so far as you can, select persons of your own sex and age, and talk with them.

Offer Christ as the immediate remedy for every shade of want or doubt or sin.

After having done your best, and there seems to be no result, leave, prayerfully, the sinner and the seed you have sown to God, the judge of all.

It is good to have just a word of prayer (very informal) before your conversation, *and always after*.

When the sinner has found Christ, let the fact *be doubly assured* to both mind and heart by Isaiah xii: 1 and 2.

You can often lead a seeking heart into the kingdom, as they pray with you.

Urge an immediate confession of their conversion, both at home and to the pastor or church with which they will unite at the next communion.

Take the full name and address with their church affiliations and hand to the leader of the meeting or pastor of the church.

When parting with them give a promise of prayer and then three passages from the word of God, which they should find and mark in their Bible and make constant use of: I Corinthians x: 13; II Corinthians ix: 8; Isaiah xli: 10.

WORK EVERYONE CAN DO.

Invite the unsaved to service.

Pray for them in private.

Speak of the Special Meetings.

Interest them in religious matters.

Give them a timely tract.

• Quote to them a beautiful promise.

Write them a letter about salvation.

Introduce them to some one who will speak of Jesus.

Ask them to rise or lift their hand for prayer.

Go with them to the inquiry room, altar or anxious seat.

Ask them to your home and pray with them there.

Use your voice both in testimony and song for Jesus.

Help make every meeting you attend a good one by some part you can take.

In public, always be brief both in prayer or remarks.

Watch for those who manifest a desire for salvation, and lead them yourself to Jesus or to some one else who will.

Have the mind and spirit of Christ with His words dwelling in you richly, and ever be ready to answer the Spirit's call.

Be true to your own conscience.

BIBLE TRUTH

FOR SPECIAL CLASSES.

A few well chosen passages are much better than many.
For those who anxiously ask

WHAT MUST I DO TO BE SAVED ?

John iii: 16; x: 9, with John iii: 36 and v: 24. If others are needed, have ready Ephesians i: 7; Isaiah liii: 6; Romans x: 9, 10; John i: 12, 29.

For THE BACKSLIDER,

And, alas, there are too many, but God in his infinite mercy has gracious words for them. Search the prophecy of Jeremiah for the words to this class, especially mark chapter ii: 19 and iii: 13, 14; also Hosea xiv: 4 with Isaiah i: 16, 17, 18.

For the "GOOD ENOUGHs."

For there are many who feel no need of a Saviour, or say they feel no need. These must be shown their lost condition and sinfulness before God. The fourteenth Psalm is most helpful with the following passages: Romans iii: 10, 23; I John i: 10; Isaiah liii: 6. If you want others take Ecclesiastes vii: 20; Psalms cxliii: 2.

For the "CAN'T HOLD OUT'S."

Oh, how people stumble at this, just as though if Christ can save but cannot keep. It is ours to *hold on*, not *hold out*. Why will they climb mountains before they reach them, or cross ditches before they are even in sight. Is the God of Daniel dead? Has the "Mighty to Save" and "strong to deliver" been shorn of His strength? Nay, nay. He is yet able to make Hebrews vii: 25 true, and the one hundred and twenty-first Psalm a verity to millions. Give them the following: Jude 24: John x: 28, 29; Romans viii: 38, 39; Deuteronomy xxxi: 6; and Isaiah xli: 10: xliii: 1, 2.

For the "NOT NOWS."

Sad indeed is it to see men and women live on in open rebellion against God the giver of every good and perfect gift; sadder yet to have them say, "Not now," when in Christ's stead men beseech them to become reconciled. Awful is the thought that possibly He may say: "Thou fool, this night thy soul shall be required of thee." Read to them Proverbs xxvii: 1; James iv: 13, 14; II Corinthians vi: 2; Proverbs xxix: 1; Hebrews iii: 13.

For the "I CAN'T GIVE UPS."

Which means they *don't want* to give up. For anybody who wants to, *can*, with the mighty grace of God ever ready to help. Let them choose between the sin of earth with attending woe in hell, and the cross of Christ with the joys of heaven. There is no habit so strong but what the will with the

power of God can overcome. There is no sin so full of pleasure but what is completely swallowed up in the joy and peace of Christian service and salvation. Joshua xxiv: 15; Mark viii: 36, 37; Luke xiv: 24; Philippians iii: 7, 8.

For the "I WILL TRYs."

Try what? To trust Christ? Absurd! Suppose you told your wife or mother or friend, you *would try* to trust them. How ridiculous. The very words imply doubt or unbelief, which is sin. Tell them to change the "I will try" to "I will trust," and have them read Isaiah xxvi: 3, 4; John x: 9; and Isaiah lxiii: 1.

For the "I'M AS GOOD AS OTHERS."

To be sure they are, may be better, and yet both may be lost. Hypocrites have no part with Christ. Why even stumble at the inconsistencies of Christians? "Every one of us shall give an account of himself to God?" Romans xiv: 12. At the day of final reckoning it will not serve any to plead his neighbor's faults. He will stand or fall by the light and living of his own life. Romans ii: 1; xiv: 3, 4; Matthew vii: 1-5.

For the "I DON'T KNOW HOWs."

These words might come with truth from Pagan lips, but surely not from those who dwell beneath the shadow of God's house, or in hearing of the church bells. But tell them the simple story of the cross, and slip in their hand the Gospel by John, or turn with them to your own Bible and let them read John i: 12 and 29; then Revelations xxii: 17; after which that matchless promise in Ezekiel xxxvi: 25-28.

For the "I'VE TRIED BEFORES."

Tried and failed. Whose fault was it that they did not succeed? Surely not God's, for He says: "Ye shall seek me and find me. when ye shall search for me with all your heart, and I will be found of you," Jeremiah xxix: 13, 14. In matters of time if we fail once we try again. Shall we do less with those interests that concern our welfare throughout eternity? Give them Proverbs iii: 5; Deuteronomy iv: 29 with Romans iv: 5 and Ephesians ii: 8.

HOW TO LOVE YOUR BIBLE

That you may be a wise workman, able to teach others also.

First, by *proving its promises*.

Put them to the test. They have stood the weight of centuries, and supplied the need of generations. Try them, and when one has been fulfilled, mark it, and *that much* of the Bible will be precious. Then try another, till you have at least sixty-six, one in every book of both Old and New Testament. By this time you would not exchange your Bible for all other books ever written.

When you are in need of strength, take Deuteronomy xxxi: 6. When the enemy comes in like a flood, take Deuteronomy xxviii: 7. When you want money, go to Haggai ii: 8, and Psalms xxxvii: 4 and 5, and it will be yours. In the past

three years out of these verses we have dug with pick of perseverance and shovel of faith nearly eighty thousand dollars. There is enough left for your needs, be they big or little. When you seek prosperity, take Joshua i: 8 and 9. For assurance that you are saved, mark John v: 24, and I John v: 13. For help when tempted, I Corinthians x: 13, never fails, and when many duties call for your attention and you feel especially weak, II Corinthians ix: 8, always gives the needed grace. When your way is hedged up and you are blind as to duty, Isaiah xlii: 16, is like a rift in the clouds. When in great affliction have them read to you Isaiah xliii: 1 and 2. When despondent, read the fourteenth of John and thirty-fifth of Isaiah. And thus the Word will become sweeter to you than honey in the honey-comb.

SPECIAL CHAPTERS.

If you find yourself growing cold and indifferent, read the Duty chapter of the Bible, Ezekiel xxxiii, or the Tonic chapter with its beef, wine and iron for the soul, the twenty-seventh Psalm. Hebrews iv, is the Rest chapter, while Ephesians iii, is the Bottomless chapter. Always give babes in Christ the Convert's chapter, twelfth of Isaiah, and weak ones the Rock chapter, thirty-second of Deuteronomy. When you find a Hypocrite tell him to read the twenty-third of Matthew, and one who has faith and no Work, the second of James. Luke xv, is the "Lost" chapter, while Love is the beginning and end of I Corinthians xiii. For Wisdom read Proverbs iii. For Comfort the sixteenth of John. For Blessings the twenty-eighth of Deuteronomy. When Character is your

theme, take Job xxix, while the thirty-eighth of the same book is Topless. Search for an hundred more as sweet and precious, for every chapter has its special theme. Then add to your knowledge some of the

GREAT WORDS

of the Book, and their full meaning, such as, Salvation, Faith, Work, Atonement, Come, Redemption, Blood, Light, Grace, Gospel, Peace, Life, Trust, Abiding, Kept, Seek, Repentance, Cross, Whosoever, Sin, Prayer, Watch, Saved, Courage, Truth, Assurance, Endure, Pardon, Obedience, Praise, Love, and many others just as full of sweetness and power.

LAST WORDS.

Success will crown the soul-winner who determines he will be crowned with nothing else. They win who believe they can.

Uction from on high will be the secret of all success in saving souls. Better try to lift the mountains than work without this power. But mountains will be grains of sand to him who tarries successfully at Jerusalem for the Holy Ghost.

Common Sense is mightier than an army to turn men from sin to God. He who has most of this will most successful be.

Convictions founded on the word of God must possess the worker's soul. Strong persuasion or belief concerning man's

awful condition and the divine remedy for sin must constantly impell the worker on.

Earnestness that tramples under foot hindrances, and makes things bend or break, will be to the man whose life work is winning men to Christ like the rod in Moses' hand.

Sword of the Spirit in consecrated hands, wielded with judgment and power, is the weapon of victory. Without it the winner of men will be powerless—with it he can break in pieces thousands of stony hearts.

Sympathy and success never part company. The deeper the first the higher the last. The more of the one the more of the other. *Love never fails.*

Mr. Spurgeon speaks of "minister's fainting fits." Well, the soul-winner will have them quite as often; blue days with no sunshine and plenty of fog. Spend these days where the fragrance and perfume of the "Rose of Sharon" can reach you. Get beneath no juniper tree when the terrible heat of scorching days falls upon you; rather seek the shade of the Rock of Ages. When your case seems going against you, then away to your Advocate and Counsellor. He will deliver, for

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